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News from

General Aviation
Manufacturers Association

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GENERAL AVIATION INDUSTRY CONTINUED SLOW RECOVERY DURING 1989

WASHINGTON, DC, JANUARY 17, 1990 -- During the past year, the U.S. general aviation manufacturing industry increased unit shipments but billings showed a slight decline.

Dr. D. Larry Moore, Chairman of the General Aviation Manufacturers Association (GAMA), announced that manufacturers shipped 1,535 general aviation aircraft in 1989 at the Annual Industry Review Press Conference today. This is an increase of 27 percent over the 1,212 aircraft delivered in 1988.

Dr. Moore, who is also the President of Honeywell's Space and Aviation Systems business, said that because of a change in the mix of the types of aircraft shipped during the past year, with fewer large jets and more single-engine piston aircraft, net billings were $1.8 billion, six percent less than the $1.9 billion reported in 1988.

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"Although the industry has improved unit shipments, it is useful to put these numbers in perspective. Just 10 years ago the industry shipped over 16,000 piston aircraft, more than 14 times the number of piston aircraft shipped in 1989. The primary cause of this decline in unit shipments is the product liability crisis, which continues to damage the industry," Dr. Moore said.

In 1989, the export market for U.S. manufactured general aviation aircraft posted significant gains with overseas deliveries of 558 aircraft, an increase of 31 percent over 1988 exports of 425 new aircraft. Export billings were down six percent at $586 million from $627 million in 1988. The decrease is due to a change in the mix of the types of aircraft shipped. Exports accounted for 32 percent of total GAMA billings and 36 percent of total GAMA aircraft shipments.

According to Dr. Moore, the strength of the export market can be attributed to aggressive overseas marketing by U.S. manufacturers, strong product support and the continued relative weakness of the dollar.

Analysis of industry shipments, by type of aircraft, reveals several different patterns. In both 1988 and 1989, manufacturers shipped 157 business jets. Many manufacturers in this market have production backlogs; some of the aircraft delivered this year were actually ordered two or even three years ago. Similarly, the good sales volume reported by business jet manufacturers last year will not be seen as deliveries for a year or more.

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Turboprop aircraft shipments declined 7.9 percent, from 291 in 1988 to 268 last year. Most of this decline can be attributed to strong competition from foreign manufacturers of 19-seat commuter airline aircraft.

Eighty-seven multi-engine piston aircraft were shipped in 1989 compared to 67 in 1988, a gain of 30 percent. While this is only a small increase, it is the first increase in multi-engine piston deliveries since 1979.

The most striking increase in shipments occurred in the single-engine piston market, with an increase of 47 percent, from 697 aircraft delivered in 1988 to 1,023 in 1989. This is still far below the 13,000 single-engine piston aircraft shipped in 1979, however. The recent increase in student pilot training and the aging of the existing general aviation fleet were seen to be the key factors in this increase. Dr. Moore praised the advertising and promotion of the General Aviation Market Expansion Plan (GAME Plan) as one of the recent major contributors to the increase in new student pilots.

Dr. Moore noted that a single-engine piston aircraft model is slated for reintroduction in the near future. "The reintroduction of this model and increasing demand for aircraft now in production, indicates that industry unit shipments are likely to continue their growth in the future. Should federal

legislation pass to end the product liability crisis, unit shipments could be significantly higher," Moore said.

He also pointed out that the U. S. Air Force is scheduled to award its Tanker/Transport Training System (TTTS) contract in March. This will be the largest single defense contract ever awarded to general aviation manufacturers. The $1.6 billion program will provide 211 new off-the-shelf- business jets to Air Force training bases over a four to five year period.

According to Dr. Moore, employment opportunities within the general aviation industry will improve in 1990, but the industry still remains at only 50 percent employment from the peak years of 1979 and 1980. "The general aviation industry still faces a major impediment to its growth in the continuing product liability crisis which caused this long-term drop in employment. But, we are confident that our industry can manage to some degree in spite of these difficulties," Dr. Moore said.

FOURTH QUARTER AIRCRAFT SHIPMENTS BY TYPE

	QIV 89	QIV 88	% CHANGE
SINGLES	275	188	+46.3%
TWINS	31	16	+93.8%
TURBOPROPS	91	98	-7.1%
JETS	48	58	-17.2%

1989 AIRCRAFT SHIPMENTS BY TYPE

	1989	1988	1979	% CHANGE SINCE 1988	% CHANGE SINCE 1979
SINGLES	1023	697	13,286	+46.8%	-92.3%
TWINS	87	67	2,843	+29.9%	-96.9%
TURBOPROPS	268	291	639	-7.9%	-58.1%
JETS	157	157	282	0.0%	-44.3%

GAMA is a national trade association headquartered in Washington, DC, representing 35 American manufacturers of general aviation aircraft, engines, avionics and related equipment. GAMA's members also operate fleets of aircraft, fixed base operations at many airports and pilot training facilities across the U.S.

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NOTE TO EDITORS AND REPORTERS: The full text of Dr. Moore's presentation, including remarks concerning used aircraft exports, new student pilot starts and aging aircraft, may be obtained from the GAMA Communications office (202) 393-1500.

GENERAL AVIATION MANUFACTURERS ASSOCIATION
1400 K STREET N.W. SUITE 801
WASHINGTON, DC 20001

SHIPMENTS OF GENERAL AVIATION AIRPLANES, 1989

MANUFACTURER/MODEL	QI	QII	QIII	QIV	YEAR
GRAND TOTAL	304	361	425	445	1,535
BEECH AIRCRAFT					
Bonanza F33A/C	28	30	24	34	116
Bonanza A36	16	12	8	14	50
Bonanza 36TC	2	3	3	4	12
Baron 58	6	5	9	13	33
King Air C90	5	8	11	14	38
King Air 200	6	10	6	6	28
King Air 200C	0	0	1	2	3
King Air 200T	0	0	0	1	1
King Air 300	5	7	11	10	33
1300	0	0	2	3	5
1900C	8	12	11	11	42
Beechjet 400	2	5	3	0	10
Total Beech	78	92	89	112	371
BELLANCA AIRCRAFT					
Super Viking 17-30A	3	2	2	0	7
Total Bellanca	3	2	2	0	7
CESSNA AIRCRAFT					
208 Caravan I	4	5	6	12	27
208B Caravan IB	13	15	11	23	62
406 Caravan II	3	2	4	3	12
550 Citation II	6	13	6	7	32
S550 Citation S/II	1	0	0	0	1
560 Citation V	0	4	14	15	33
650 Citation III	5	3	4	4	16
Total Cessna	32	42	45	64	183
CHRISTEN INDUSTRIES					
S-1T Pitts	1	1	1	0	3
S-2B Pitts	6	5	6	6	23
A-1 Husky	13	11	12	13	49
Total Christen	20	17	19	19	75

GAMA SHIPMENT REPORT
1989

MANUFACTURER/MODEL	QI	QII	QIII	QIV	YEAR
FAIRCHILD AIRCRAFT					
SA-227AC Metro III	4	3	1	4	12
Total Fairchild	4	3	1	4	12
GULFSTREAM AEROSPACE					
Gulfstream IV	7	11	10	12	40
Total Gulfstream	7	11	10	12	40
LAKE AIRCRAFT					
250 Renegade	6	7	5	5	23
Total Lake	6	7	5	5	23
LEARJET					
Learjet 31	0	2	3	2	7
Learjet 35A	1	0	5	3	9
Learjet 36	0	0	0	3	3
Learjet 55C	1	1	2	2	6
Total Learjet	2	3	10	10	25
MAULE AIRCRAFT					
M-5 235C	1	0	1	0	2
M-6 235	1	2	3	3	9
MX-7 180	3	0	1	2	6
M-7 235	4	4	4	3	15
MX-7 235	0	2	1	0	3
Total Maule	9	8	10	8	35
MOONEY AIRCRAFT					
201 M20J	9	18	23	19	69
252 M20K	4	6	3	6	19
PFM M20L	1	2	2	9	14
AT M20J	0	0	3	8	11
TLS M20M	0	0	12	18	30
Total Mooney	14	26	43	60	143

GAMA SHIPMENT REPORT
1989

MANUFACTURER/MODEL	QI	QII	QIII	QIV	YEAR
PIPER AIRCRAFT					
PA-18-150 Super Cub	13	13	13	9	48
PA-28-161 Warrior	4	8	2	2	16
PA-28-161C Cadet	65	50	92	68	275
PA-28-181 Archer II	8	12	13	16	49
PA-28-236 Dakota	2	4	4	2	12
PA-32-301 Saratoga	4	3	6	3	16
PA-28R-201 Arrow	3	9	12	5	29
PA-28R-201T Turbo. Arrow	1	1	3	6	11
PA-32R-301 Saratoga SP	2	3	4	7	16
PA-46-310 Malibu	1	0	0	0	1
PA-46-350P Malibu Mirage	11	33	32	13	89
PA-34-220T Seneca III	12	14	4	16	46
PA-44-180 Seminole	0	0	6	2	8
PA-42-720 Cheyenne IIIA	1	0	0	0	1
PA-42-1000 Cheyenne 400	2	0	0	2	4
Total Piper	129	150	191	151	621
Grand Total, Civil	304	361	425	445	1,535

OFF-THE-SHELF AIRCRAFT SHIPPED TO THE U.S. MILITARY Manufacturer/Model					
FAIRCHILD AIRCRAFT					
C-26A	1	5	1	2	9
Total Fairchild Military	1	5	1	2	9
Grand Total, Military	1	5	1	2	9

1989 MANUFACTURER'S NET BILLINGS
CIVIL SHIPMENTS
(Thousands, by Quarter)

	QI	QII	QIII	QIV	YEAR
Beech	$76,202	$118,457	$146,994	$121,085	$462,739
Bellanca	435	230	230	0	895
Cessna	73,290	95,327	123,290	147,442	439,348
Christen	1,260	1,070	1,205	1,195	4,730
Fairchild	14,481	10,986	4,144	13,600	43,211
Gulfstream	107,864	147,000	173,300	217,000	645,164
Lake	NA	NA	NA	NA	NA
Learjet	10,047	14,199	44,222	46,521	114,989
Maule	478	611	683	532	2,303
Mooney	NA	NA	NA	NA	NA
Piper	18,909	22,798	25,139	23,701	90,547
Grand Total, Civil	$302,965	$410,677	$519,207	$571,076	$1,803,926

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GENERAL AVIATION AIRCRAFT SHIPMENT REPORT
FIRST QUARTER, 1990

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QI	QII	YTD	QI	QII	Year to Date
GRAND TOTAL	266	0	266	$385,171,161	$0	$385,171,161
BEECH AIRCRAFT						
Bonanza F33A/C	31		31			
Bonanza A36	11		11			
Bonanza 36TC	3		3			
Baron 58	4		4			
King Air C90	8		8			
King Air 200	14		14			
King Air 200C	0		0			
King Air 200T	0		0			
King Air 350	4		4			
1300	0		0			
1900C	11		11			
Starship 2000	1		1			
Beechjet 400	0		0			
Total Beech	87	0	87	$104,497,543		$104,497,543
BELLANCA AIRCRAFT						
Super Viking 17-30A	2		2			
Total Bellanca	2	0	2	$236,000		$236,000
CESSNA AIRCRAFT						
208 Caravan I	6		6			
208B Caravan IB	9		9			
406 Caravan II	1		1			
550 Citation II	6		6			
560 Citation V	16		16			
650 Citation III	1		1			
Total Cessna	39	0	39	$108,516,678		$108,516,678
CHRISTEN INDUSTRIES						
S-1T Pitts	1		1			
S-2B Pitts	7		7			
A-1 Husky	12		12			
Total Christen	20	0	20	$1,285,000		$1,285,000
FAIRCHILD AIRCRAFT						
SA-227AC Metro III	2		2			
Total Fairchild	2	0	2	$7,700,000		$7,700,000

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QI	QII	YTD	QI	QII	Year to Date
GULFSTREAM AEROSPACE						
Gulfstream IV	6		6			
Total Gulfstream	6	0	6	$116,774,000		$116,774,000
LAKE AIRCRAFT						
250 Renegade	5		5			
Total Lake	5	0	5	NA	NA	NA
LEARJET						
Learjet 31	3		3			
Learjet 35A	2		2			
Learjet 36	0		0			
Learjet 55C	1		1			
Total Learjet	6	0	6	$26,353,709		$26,353,709
MAULE AIRCRAFT						
M-5 235C	0		0			
M-6 235	0		0			
MX-7 180	1		1			
M-7 235	4		4			
MX-7 235	0		0			
Total Maule	5	0	5	$375,129		$375,129
MOONEY AIRCRAFT						
201 M20J	13		13			
205 M20J	0		0			
252 M20K	5		5			
PFM M20L	4		4			
AT M20J	0		0			
TLS M20M	15		15			
Total Mooney	37	0	37	NA	NA	NA
PIPER AIRCRAFT						
PA-18-150 Super Cub	2		2			
PA-28-161 Warrior	4		4			
PA-28-161C Cadet	12		12			
PA-28-181 Archer II	4		4			
PA-28-236 Dakota	1		1			
PA-32-301 Saratoga	1		1			
PA-28R-201 Arrow	3		3			
PA-28R-201T Turbo. Arrow	2		2			
PA-32R-301 Saratoga SP	3		3			
PA-46-350P Malibu Mirage	11		11			
PA-34-220T Seneca III	9		9			
PA-44-180 Seminole	2		2			
PA-42-720 Cheyenne IIIA	1		1			
PA-42-400 Cheyenne 400	2		2			
Total Piper	57	0	57	$19,433,102		$19,433,102
Grand Total, Civil	266	0	266	$385,171,161	$0	$385,171,161

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STRONG GENERAL AVIATION EXPORTS HELP BOOST BILLINGS

WASHINGTON, DC, April 13, 1990 - - U.S. general aviation manufacturers reported a 27.1 percent increase in billings for the first quarter of 1990 although the number of aircraft delivered dropped by 12.5 percent compared to the first quarter in 1989. Two hundred and sixty-six aircraft valued at $385.2 million were shipped during the first three months of the year.

Deliveries of new business jets, manufactured in the U.S., increased 52.2 percent, with 35 aircraft shipped compared to 23 during the same period last year. Turboprop deliveries rose by 15.7 percent, with 59 aircraft shipped to customers compared to 51 in 1989. Shipments of piston engine twins slipped 16.7 percent, with 15 aircraft delivered thus far for 1990 as opposed to 18 last year. A 25.9 percent decline in shipments took place in the single piston engine category with deliveries of 157 aircraft compared to 212 during last year's first quarter.

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Export billings climbed 81.2 percent to $176 million, compared to an unusually low $97.1 million in 1989. During the first quarter, exports accounted for a record 45.7 percent of total industry billings. However, the number of aircraft delivered outside the U.S. dropped by 36.6 percent from 134 last year to 85 aircraft shipped this year. Exports represent 32 percent of all general aviation aircraft shipped thus far this year.

James D. Gormley, president of the General Aviation Manufacturers Association (GAMA) said, "The mixed results of our first quarter provide a snapshot of an industry which is fighting its way back from a decade of depression despite an incredibly unfair and expensive product liability burden. Billings are up and that is good news for the industry. One of the reasons for the billings increase is the industry is now delivering two new turboprop models and a new business jet introduced during the past year. That, too, is good news and is reflects the technological innovations and products with which we will be meeting the challenges in the decade of the 1990's."

"Export markets remain a very important component of the overall picture. This is the first time that exports have exceeded 45 percent of total industry billings. This first quarter increase can be mainly attributed to the deliveries of more U.S. business jets overseas and to

a fairly soft first quarter last year. Fair and open access to world markets remains necessary for the resurgence of the industry," Gormley said.

"We must put our first report for 1990 into the proper perspective," Gormley said. "Shipments of jets are up by more than 52 percent. But, that is an increase of only 12 aircraft. Deliveries of piston powered singles dropped by nearly 26 percent, a decline of 55 airplanes. The percentage change is not particularly significant compared to 10 years ago, when we shipped 3,512 aircraft during the first quarter alone!"

"This industry has been ravaged for many years by the product liability crisis. After an up-turn in deliveries of single engine aircraft last year, we see a decrease this quarter. There are a number of factors involved in the temporary decline of this segment of the market. But, ultimately, the trail leads back to the brutal impact of unfair tort laws and the continuing onslaught of unwarranted lawsuits. More often than not, manufacturers are exonerated in court -- especially when pilot error or weather was determined by federal authorities to be the cause of an accident. Yet, by the estimate of one airframe manufacturer, it costs an average of more than half a million dollars to defend a product liability lawsuit -- even when the manufacturer wins," Gormley said.

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"This simply underscores the need for a single, fair, federal product liability standard for the general aviation community. Unfortunately, the Senate Judiciary Committee recently chose to send S. 640, a reform bill supported by the industry, its consumers and the Administration, to the Senate floor with an unfavorable recommendation. This action, which was encouraged by the Association of Trial Lawyers of America (ATLA), occurred despite the fact that this legislation has been favorably reported by the Senate Commerce Committee. Nevertheless, we will continue to work for passage of this legislation, along with its authors, Senator Nancy Kassebaum (R-Kan) and Congressman Dan Glickman (D-Kan), and their numerous co-sponsors in both the Senate and the House of Representatives," Gormley concluded.

FIRST QUARTER AIRCRAFT SHIPMENTS BY TYPE

	QI 89	QI 90	% CHANGE
Singles	212	157	-25.9%
Twins	18	15	-16.7%
Turboprops	51	59	15.7%
Jets	23	35	52.5%

GAMA is a national trade association headquartered in Washington, DC, representing 34 American manufacturers of general aviation aircraft, engines, avionics and related equipment. GAMA's members also operate fleets of aircraft, fixed based operations at many airports and pilot training facilities across the U.S.

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GENERAL AVIATION AIRCRAFT SHIPMENT REPORT
SECOND QUARTER, 1990

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QI	QII	YTD	QI	QII	Year to Date
GRAND TOTAL	267	292	559	$389,021,161	$571,378,003	$960,399,164
BEECH AIRCRAFT						
Bonanza F33A/C	31	30	61			
Bonanza A36	11	18	29			
Bonanza 36TC	3	4	7			
Baron 58	4	11	15			
King Air C90	8	10	18			
King Air 200	14	10	24			
King Air 200C	0	1	1			
King Air 300	0	2	2			
King Air 350	4	7	11			
1300	0	1	1			
1900C	11	11	22			
Starship 2000	1	4	5			
Beechjet 400	0	0	0			
Total Beech	87	109	196	$104,497,543	$133,693,821	$238,191,364
BELLANCA AIRCRAFT						
Super Viking 17-30A	2	1	3			
Total Bellanca	2	1	3	$236,000	$118,000	$354,000
CESSNA AIRCRAFT						
208 Caravan I	6	6	12			
208B Caravan IB	9	11	20			
406 Caravan II	1	0	1			
550 Citation II	6	9	15			
560 Citation V	16	12	28			
650 Citation III	1	4	5			
Total Cessna	39	42	81	$108,516,678	$125,539,659	$234,056,337
CHRISTEN INDUSTRIES						
S-1T Pitts	1	0	1			
S-2B Pitts	7	6	13			
A-1 Husky	12	8	20			
Total Christen	20	14	34	$1,285,000	$920,000	$2,205,000
FAIRCHILD AIRCRAFT						
SA-227AC Metro III	3	3	6			
Total Fairchild	3	3	6	$11,550,000	$11,587,620	$23,137,620

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QI	QII	YTD	QI	QII	Year to Date
GULFSTREAM AEROSPACE						
Gulfstream IV	6	13	19			
Total Gulfstream	6	13	19	$116,774,000	$251,572,000	$368,346,000
LAKE AIRCRAFT						
250 Renegade	5	8	13			
Total Lake	5	8	13	NA	NA	NA
LEARJET						
Learjet 31	3	3	6			
Learjet 35A	2	3	5			
Learjet 36	0	0	0			
Learjet 55C	1	1	2			
Total Learjet	6	7	13	$26,353,709	$31,156,042	$57,509,751
MAULE AIRCRAFT						
M-5 235C	0	0	0			
M-6 235	0	3	3			
MX-7 180	1	3	4			
M-7 235	4	1	5			
MX-7 235	0	2	2			
MX-7 420	0	1	1			
Total Maule	5	10	15	$375,129	$847,477	$1,222,606
MOONEY AIRCRAFT						
201 M20J	13	13	26			
205 M20J	0	0	0			
252 M20K	5	6	11			
PFM M20L	4	2	6			
AT M20J	0	0	0			
TLS M20M	15	15	30			
Total Mooney	37	36	73	NA	NA	NA
PIPER AIRCRAFT						
PA-18-150 Super Cub	2	4	6			
PA-28-161 Warrior	4	3	7			
PA-28-161C Cadet	12	1	13			
PA-28-181 Archer II	4	0	4			
PA-28-236 Dakota	1	0	1			
PA-32-301 Saratoga	1	8	9			
PA-28R-201 Arrow	3	5	8			
PA-28R-201T Turbo. Arrow	2	0	2			
PA-32R-301 Saratoga SP	3	0	3			
PA-46-350P Malibu Mirage	11	6	17			
PA-34-220T Seneca III	9	19	28			
PA-44-180 Seminole	2	0	2			
PA-42-720 Cheyenne IIIA	1	3	4			
PA-42-400 Cheyenne 400	2	0	2			
Total Piper	57	49	106	$19,433,102	$15,943,384	$35,376,486
Grand Total, Civil	267	292	559	$389,021,161	$571,378,003	$960,399,164

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MIXED NEWS FOR GENERAL AVIATION INDUSTRY
AS IT CONTINUES TO STRUGGLE UNDER PRODUCT LIABILITY BURDEN

WASHINGTON, DC, July 20, 1990 -- U.S. general aviation manufacturers today reported a 15.9 percent decrease in the number of new aircraft delivered during the first half of 1990. However, billings increased by 34.6 percent due to the larger ratio of sophisticated business aircraft to light planes delivered. A total of 559 airplanes valued at $960 million have been shipped since January. During the same period last year, 665 general aviation aircraft worth $ 714 million were delivered to customers.

James D. Gormley, president of the General Aviation Manufacturers Association (GAMA), said, "The figures reflect two aspects of our industry. The light single engine segment continues to be depressed, while the turbine engine segment, used primarily by business, is expanding because of the inherent productivity and efficiency of corporate aviation. The decrease in single engine aircraft deliveries is largely attributable to the difficulty Piper is having in attracting financial support due to problems associated with product

- MORE -

liability. Conversely, the billing increases reflect a continued gradual recovery in the turboprop and jet market."

While the number of accidents has declined during the past decade, product liability costs have continued to increase. Product liability costs have driven the price of new light aircraft beyond the means of many potential customers and production levels have declined.

New single engine aircraft deliveries, including training aircraft, dropped by 32.9 percent with 304 aircraft shipped compared to 453 last year. Twin engine piston aircraft deliveries are up slightly at 45 units compared to 37. Turboprop shipments are up by 15 percent from 113 last year to 130. Business jet deliveries grew by 29 percent with shipments of 80 as opposed to 62 last year.

The number of aircraft exported from U.S. plants was down by 28.2 percent compared to the first half of 1989. One hundred and ninety-six aircraft have been exported compared to 273 last year. However, the export market remains very important for general aviation manufacturers with 35.1 percent of total U.S. production being shipped overseas. Export billings of $393 million are up by 75.1 percent over the $224.5 last year. Exports account for 40.9 percent of total industry billings.

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Gormley, stating that it is important to keep industry figures in perspective, said, "The opponents of tort reform have used industry billing and delivery statistics -- such as a 26.7 percent increase in 1989 airplane shipments -- to suggest that the product liability crisis is over. It isn't. Despite the improvement in 1989, we were still 91 percent below our 1979 levels. Moreover, just a decade ago we delivered 6,268 aircraft during the first half of the year compared to 559 thus far in 1990.

"It is also important to keep in mind that we are dealing with a fairly small number of units. As a result, a handful of aircraft can cause a large swing in the percentages. Our multi-engine piston deliveries are up by nearly 22 percent, but that reflects an increase of only 8 aircraft," Gormley said.

"Although we are all disappointed by the decline in single engine aircraft deliveries this year, the industry is looking forward to continued, if slow, recovery. The strong export market accounts for much of the growth in billings and I believe that the demand for new aircraft is increasing both at home and abroad. In the wake of de-regulation, the business community is discovering that corporate aviation is a safe, convenient, reliable and efficient alternative to other modes of transportation. All of these factors are encouraging

for an industry that has fought its way back from the deepest depression in its history. But, we have a long way to go," Gormley said.

"The general aviation tort reform bill before Congress this summer has the support of every major general aviation consumer group in the nation and the Departments of Justice, Commerce and Transportation. The passage of that legislation is critically important to the health of a struggling American industry. The leaders of the aviation community are encouraging Congress to act on the bill this session," Gormley added.

FIRST HALF AIRCRAFT SHIPMENTS BY TYPE

	YTD 1989	YTD 1990	% CHANGE
SINGLES	453	304	-32.9
TWINS	37	45	21.6
TURBOPROPS	113	130	15.0
JETS	62	80	29.0
TOTAL AIRCRAFT	665	559	-15.9
TOTAL BILLINGS	$713,642,000	$960,399,164	34.6

SECOND QUARTER AIRCRAFT SHIPMENTS BY TYPE

	QII 1989	QII 1990	% CHANGE
SINGLES	241	147	-39.0
TWINS	19	30	57.9
TURBOPROPS	62	70	12.9
JETS	39	45	15.4
TOTAL AIRCRAFT	361	292	-19.1
TOTAL BILLINGS	$410,677,000	$571,378,003	39.1

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News from

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MIXED NEWS FOR U.S. GENERAL AVIATION INDUSTRY IN THIRD QUARTER
FEWER AIRCRAFT DELIVERED -- BILLINGS INCREASE

WASHINGTON, DC, OCTOBER 16, 1990 -- As the U.S. general aviation industry continues to fight its way back from the deepest depression in its history, manufacturers today reported a 23.7 percent decrease in the number of new aircraft delivered during the first 9 months of 1990. However, industry billings for the year-to-date grew by 18.7 percent. A total of 832 aircraft valued at $1.463 billion have been delivered to customers since January. During the same period last year, the general aviation industry delivered 1,090 aircraft worth $1.233 billion.

James D. Gormley, president of the General Aviation Manufacturers Association (GAMA), said, "The decrease in deliveries is attributable to the continuing product liability crisis which has devastated the light airplane market. For instance, we have delivered nearly 42 percent fewer single piston-engine aircraft this year. At the same time, there are encouraging signs in the turbine-engine segment of the market. Deliveries of turboprops are up by 13.6 percent and business jets are up by 8.3 percent. But even this good news must be

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tempered by a realistic perspective. A decade ago we delivered 585 turboprops through the third quarter compared to 201 this year, a decline of 65.6 percent. Two hundred and eleven business jets were delivered through the third quarter of 1980; this year we have delivered 118, a decline of 44.1 percent."

"General aviation is one of America's most important and productive business tools. It is fast, safe and efficient. While the major airlines serve fewer than 400 airports today, general aviation aircraft can reach nearly 12,000 airports. In today's uncertain economy, there are few stockholders who would permit the use of general aviation if it were not fully justified. These aircraft save time and make money for the corporations which operate them. Yet, there are those in Congress who would impose a luxury tax on these depreciable capital assets. To me, it is unconscionable that Congress would add another tax burden to an already struggling American industry," Gormley said.

"The almost certain imposition of additional aviation fuel taxes, the talk of a possible recession, the recent down-turn in the business environment and the proposed luxury taxes on general aviation aircraft all combine to make us less certain about what we had hoped would be a better year for the industry. Clearly an up-front luxury

tax would have a damaging impact on sales. We will need to reevaluate the projections we made only a few weeks ago," Gormley said.

During the first three quarters of 1990 new single piston-engine aircraft deliveries dropped by 41.7 percent with 436 aircraft shipped, compared to 748 last year. Twin piston-engine aircraft deliveries are up by 37.5 percent with 77 deliveries this year, compared to 56 last year. Turboprops increased by 13.6 percent to 201 units this year compared to 177. Business jet deliveries grew by 8.3 percent with the shipment of 118 aircraft as opposed to 109 last year.

The number of aircraft exported by U.S. manufacturers was down by 21.8 percent compared to the first nine months last year. Three hundred and fifteen aircraft have been shipped overseas compared to 403 last year. Nevertheless, with exports accounting for 37.9 percent of total U.S. production, during the first three quarters, foreign markets remain very important to domestic manufacturers. Because of continued strong exports of turbine-powered aircraft, export billings of $661 million are up by 58.9 percent over $416 million last year.

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YEAR-TO-DATE SHIPMENTS BY TYPE

	YTD 1989	YTD 1990	%CHANGE
SINGLES	748	436	-41.7
TWINS	56	77	+37.5
TURBOPROPS	177	201	+13.6
JETS	109	118	+8.3
TOTAL AIRCRAFT	1,090	832	-23.7
TOTAL BILLINGS	$1,232,849,000	$1,462,983,891	+18.7

THIRD QUARTER COMPARISONS

	QIII 1989	QIII 1990	%CHANGE
SINGLES	295	132	-55.3
TWINS	19	32	+68.4
TURBOPROPS	64	71	+10.9
JETS	47	38	-19.1
TOTAL AIRCRAFT	425	273	-35.8
TOTAL BILLINGS	$519,207,000	$502,959,856	-3.1

GAMA is a national trade association headquartered in Washington, DC, representing 34 American manufacturers of general aviation aircraft, engines, avionics and related equipment. GAMA's members also operate fleets of aircraft, fixed based operations at many airports and pilot training facilities across the U.S.

NOTE: On this report, GAMA has begun counting the production of American General Aircraft, which recently re-introduced the Tiger, formerly built by Grumman. American General has manufactured four aircraft thus far this year.

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GENERAL AVIATION AIRCRAFT SHIPMENT REPORT
THIRD QUARTER, 1990

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QII	QIII	YTD	QII	QIII	Year to Date
GRAND TOTAL	292	273	832	$571,378,003	$502,959,856	$1,462,983,891
AMERICAN GENERAL						
Tiger AG-5/B	0	4	4			
Total American General	0	4	4	NA	NA	NA
BEECH AIRCRAFT						
Bonanza F33A/C	30	35	96			
Bonanza A36	18	19	48			
Bonanza 36TC	4	1	8			
Baron 58	11	9	24			
King Air C90	10	8	26			
King Air 200	10	7	31			
King Air 200C	1	1	2			
King Air 300	2	5	7			
King Air 350	7	9	20			
King Air 350C	0	1	1			
1300	1	1	2			
1900C	11	13	35			
Starship 2000	4	4	9			
Beechjet 400	0	1	1			
Total Beech	109	114	310	$133,693,821	$151,994,754	$390,186,118
BELLANCA AIRCRAFT						
Super Viking 17-30A	1	1	4			
Total Bellanca	1	1	4	$118,000	$130,000	$484,000
CESSNA AIRCRAFT						
208 Caravan I	6	6	18			
208B Caravan IB	11	8	28			
406 Caravan II	0	1	2			
550 Citation II	9	6	21			
560 Citation V	12	12	40			
650 Citation III	4	6	11			
Total Cessna	42	39	120	$125,539,659	$134,317,372	$368,373,709
CHRISTEN INDUSTRIES						
S-1T Pitts	0	1	2			
S-2B Pitts	6	5	18			
A-1 Husky	8	11	31			
Total Christen	14	17	51	$920,000	$1,252,745	$3,457,745
FAIRCHILD AIRCRAFT						
SA-227AC Metro III	3	3	9			
Total Fairchild	3	3	9	$11,587,620	$11,841,655	$34,979,275

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QII	QIII	YTD	QII	QIII	Year to Date
GULFSTREAM AEROSPACE						
Gulfstream IV	13	8	27			
Total Gulfstream	13	8	27	$251,572,000	$164,355,940	$532,701,940
LAKE AIRCRAFT						
250 Renegade	8	NA	13			
Total Lake	8	NA	13	NA	NA	NA
LEARJET						
Learjet 31	3	3	9			
Learjet 35A	3	1	6			
Learjet 55C	1	1	3			
Total Learjet	7	5	18	$31,156,042	$23,656,862	$81,166,613
MAULE AIRCRAFT						
M-6 235	3	0	3			
MX-7 180	3	2	6			
M-7 235	1	3	8			
MX-7 235	2	1	3			
MX-7 420	1	1	2			
Total Maule	10	7	22	$847,477	$709,487	$1,556,964
MOONEY AIRCRAFT						
201 M20J	13	17	43			
252 M20K	6	4	15			
PFM M20L	2	1	7			
TLS M20M	15	10	40			
Total Mooney	36	32	105	NA	NA	NA
PIPER AIRCRAFT						
PA-18-150 Super Cub	4	0	6			
PA-28-161 Warrior	3	0	7			
PA-28-161C Cadet	1	0	13			
PA-28-181 Archer II	0	0	4			
PA-28-236 Dakota	0	0	1			
PA-32-301 Saratoga	8	10	19			
PA-28R-201 Arrow	5	2	10			
PA-28R-201T Turbo. Arrow	0	0	2			
PA-32R-301 Saratoga SP	0	0	3			
PA-46-350P Malibu Mirage	6	5	22			
PA-34-220T Seneca III	19	21	49			
PA-44-180 Seminole	0	2	4			
PA-42-720 Cheyenne IIIA	3	3	7			
PA-42-1000 Cheyenne 400	0	0	2			
Total Piper	49	43	149	$15,943,384	$14,701,041	$50,077,527
Grand Total, Civil	292	273	832	$571,378,003	$502,959,856	$1,462,983,891

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QII	QIII	YTD	QII	QIII	Year to Date
OFF-THE-SHELF AIRCRAFT SHIPPED TO THE U.S. MILITARY Manufacturer/Model						
FAIRCHILD AIRCRAFT						
C-26A (ANGOSTA)	0	3	3			
Total Fairchild Military	0	3	3	NA	NA	NA
Grand total, Military	0	3	3	NA	NA	NA